



**The following is a list of companies participating in the Face-to-Face Sponsor Meetings program at the Gartner Outsourcing & Vendor Management Summit 2009. Each sponsor has noted the representative who will be available for meetings onsite at the conference as well as some background information and focus areas that this person can discuss.**

**Attendees may submit meeting requests pre-event via the online Agenda Builder or book an appointment onsite.**

### **Allied Testing**

*Peter Vaihansky, Executive Vice President, Allied Testing*

As Executive Vice President, Peter Vaihansky supports the company's strategic account management, business development, sales operations and marketing. He will be available to discuss the following topics:

- Developing comprehensive testing strategies for globally distributed, multi-vendor environments
- Optimizing the sourcing strategies around QA and testing functions in enterprise IT
- Domain-specific testing services for the banking and finance sector

### **Beyond Media**

*Jason Young, Vice President, Business Development, Beyond Media*

Jason Young will be available to discuss offshore BPO/contact center outsourcing in Cairo, Egypt. Learn more about what makes Cairo an emerging "hot spot" for outsourcing – people, language, education, culture, land, travel, economy and government.

### **Bleum**

*Eric Rongley, CEO, Bleum*

Eric Rongley founded Bleum, one of China's leading IT outsourcing providers to American and European companies. Mr. Rongley's experience spans over two decades building high-performance centers in both India and China. Some of his topics for discussion include:

- China Outsourcing Best Practices
- IP and Security Protection
- Process & Quality Best Practices

## **Brazil IT**

*Robert Janssen, Managing Partner, Brazil IT*

Robert Janssen is a managing partner for Outsource Brazil, an advisory company, and manages the Brazilian government's export promotion program, Brazil IT, advising the Brazilian IT services companies in international market development in the outsourcing space and is ready to respond about the companies' capability statements and past performances for results-oriented global nearshore outsourcing with great performance in the finance, energy, health care, retail, industrial manufacturing and oil and gas segments.

## **ChinaSourcing**

*Gu Wenzhong, General of China Association of Trade in Services*

Gu Wenzhong will be available to discuss the development and policies of the outsourcing industry in China.

## **CIBER, Inc.**

*Robin Caputo, Vice President of Marketing, CIBER*

Robin Caputo will be available to discuss the following topics:

- Application development and management
- Help desk
- ERP implementations and support
- Infrastructure and IT operations
- Security

## **Cognizant**

*Peter Grambs, Vice President, Customer Solutions Practice, Cognizant*

Peter Grambs, Vice President of Cognizant's Customer Solutions Practice, can speak with delegates on all aspects of Cognizant's services and offerings. Mr. Grambs can speak more specifically on CRM, business process management (BPM), master data management (MDM), customer data integration, social CRM and CRM 2.0.

## **CSC**

*Mark Lees, Director of Marketing, CSC*

Mark Lees is the marketing officer focused on supporting prospective and existing managed services clients. He looks forward to the opportunity to discuss CSC's broad range of global, secure managed services; delivered from CSC's World Sourcing network of delivery centers.

## **CzechInvest**

*Bob Frelich, Director of US Operations, CzechInvest*

Bohuslav (Bob) Frelich works extensively with the American business community and American investors and is responsible for developing the strategy to attract American research and technology centers to the Czech Republic.

## **EDS, an HP Company**

*Jeff Womack, Vice President, EDS Worldwide Product Marketing, EDS*

Jeff Womack will be available to discuss the products and services at EDS, including ITO, BPO, applications, offshore/nearshore/bestshore.

### **GENPACT**

*Perry Santia, Senior Vice President, Global ITO, GENPACT*

Perry Santia will be available to discuss enterprise applications and infrastructure services.

### **HCL Technologies**

*Debashish Sinha, Vice President, HCL Technologies*

Debashish Sinha will be available to discuss applications outsourcing (enterprise and custom application) and infrastructure management across the following verticals: financial services, retail, life sciences, media publishing and entertainment, telecom and utilities.

### **Insigma Technology**

*Hongfei Huang, CEO, Insigma Technology*

As CEO of Insigma US, Hongfei Huang is available to meet with companies and vendors who are interested to learn how the economic, education and skills advantages of IT outsourcing to China can benefit their organizations.

### **ITD Hungary**

*Csaba Kilián, Executive Investment Director, ITD Hungary*

As Executive Investment Director of the Hungarian Investment and Trade Development Agency (ITD Hungary), Csaba Kilián's major role is to promote trade and foreign investment. In this position, he is responsible for the investment promotion strategy, lead generation, implementation and after-care programs of the participating companies. Additional tasks have included organizing the professional project management and advisory activity of the agency and to develop new investment projects in the fields of ICT, renewable energy, pharma, biotech, automotive and related R&D activities. Mr. Kilián negotiated several large investment projects implemented in Hungary for Daimler, Morgan Stanley, Diageo, Sony, Denso, Bridgestone, Samsung, Hankook Tire, IBM, TATA, EDS, Flextronics, etc.

### **LogiGear Corporation**

*Joe Hughes, Vice President of Sales, LogiGear*

Joe Hughes will discuss topics including:

- Vietnam outsourcing – pros and cons
- Multisourcing – pros and cons
- Software test automation – reduce cost and time
- How major clients like Halliburton, Disney, Cisco, Philips Healthcare, etc. utilize LogiGear's services

### **Luxoft**

*Eric Karpman, Director of Business Development in Capital Markets, Luxoft*

Being a Wall Street veteran, Eric Karpman will be able to answer any questions about Luxoft's offerings and give the details regarding any project they have done in the capital markets area.

### **MindTree Ltd.**

*Joseph King, Senior Vice President and Chief Marketing Officer, MindTree Ltd.*

As a founding member of the MindTree US management team, Joseph King is capable of speaking on a wide range of topics around the company's business, strategy, customer and brand/marketing strategy.

### **NEORIS**

*Douglas Gattuso, Vice President, Managing Director, Neoris USA*

With more than 20 years of experience in the IT services industry, Doug Gattuso drives forward Neoris' leadership in nearshore outsourcing services, leveraging his extensive experience coordinating work onsite, onshore, nearshore and offshore.

### **NIIT Technologies**

*Lalit Dhingra, President, NIIT Technologies, Inc.*

Lalit Dhingra is available to speak on the transformation and tactical technology solutions, both platform/framework and services based in:

- Insurance (Life, P&C)
- Banking/financial services
- Travel, hospitality and logistics
- Business process outsourcing
- Remote infrastructure management

### **Onshore Technology Services**

*Shane Mayes, President/CEO, Onshore Technology*

Onshore Technology Services is the first-prover in 'rural outsourcing' – a service-delivery model leveraging Missouri's low-cost, highly trained rural workforce to provide software development, business intelligence, software testing, and maintenance/support services. Onshore has developed rural outsourcing as an easy, highly scalable, customizable alternative for your outsourcing needs.

### **Politec Global IT Services**

*Dalton Luz, Vice President, Corporate Affairs, Politec Global IT Services*

Politec Global IT Services, a Mitsubishi Corporation affiliate, is a leading "nearshore" IT services provider of application lifecycle solutions (development, maintenance and testing) via our 22 Global Development, Delivery and Testing Centers across Brazil, Chile and Argentina, and is recognized as a SAP-Certified provider and provides full-lifecycle services.

### **Ryla Inc.**

*Mark Wilson, Founder, President and CEO, Rylan Inc.*

Mark Wilson will be available to speak on the following topics:

- "Reverse shore" trend

- Proof of concept for vendor selection
- Bucking high turnover trends

### **Siemens IT Solutions and Services, Inc.**

*William McNamara, Jr., Siemens IT Solutions and Services, Inc.*

Bill McNamara is available to discuss both industry specific solutions and cross-industry IT services. Our portfolio covers the entire spectrum, from consulting and systems integration through to full IT infrastructure management and software development.

### **Siwel Consulting**

*Barry Friedman, National Practice Director for SAM Solutions, Siwel Consulting*

Barry Friedman is the National Practice Director for Software Asset Management Solutions at Siwel Consulting. With over 15 years of experience, Mr. Friedman is a leading expert on software asset management, including license compliance, contract negotiations, SAM process reengineering, and SAM outsourcing.

### **Softtek**

*Roberto Hiller, Vice President Business Development, Near Shore® Services, Softtek*

Roberto Hiller is Vice President of Business Development at Softtek, focusing on the financial services and insurance vertical. With experience working in multinational companies both in Latin America as well as the United States, Mr. Hiller provides a unique multicultural point of view to global management and outsourcing. He will be available to discuss the following topics:

- Mind the offshore gap: risk and cost mitigation
- Global nearshore outsourcing
- Right sizing and right placing strategies
- Multisourcing
- Outsourcing to Mexico
- Results-oriented application management services

### **South African Consulate General**

*Jeff Govan, Business Development Manager, South African Consulate General, New York*

Jeff Govan has over 20 years of experience in international trade and investment, and currently has specific responsibility for attracting outsourced investment into South Africa. South Africa is a “higher value lower cost” destination that is increasingly being seen as having significant cost and productivity benefits for companies from the IT, financial services and telecommunications industries. Mr. Govan will be available to discuss the opportunities and capabilities that South Africa offers as an outsource solution.

### **Stefanini IT Solutions**

*Antonio Moreira, CEO North America, Stefanini*

### **Sun Microsystems, Inc.**

*David Kershen, Global Product Manager of Remote Operations Management, Sun Microsystems*

**Tangoe, Inc.**

*Ryan Johnson Vice President, Sales, Tangoe, Inc.*

Learn how your organization can save 10% to 40% on fixed and mobile telecommunications expenses. Tangoe manages the complete communications lifecycle for dramatic cost reductions and productivity improvements.

**Wipro Technologies**

*Sachin Mulay, GM, Strategic Marketing, Wipro Technologies*

Sachin Mulay is GM, Strategic Marketing, at Wipro Technologies. In this role, he is responsible for defining new solutions and service portfolios, and crafting the go-to-market plan for the business globally. He is also responsible for managing analyst relations and a thought leadership initiative, which connects with the academia.